

SOLICITATION TITLE:	VERSATA SOFTWARE	
	AND SERVICES	
SERIAL NUMBER:	04082-C	
OPENING DATE:	1-Jun-04	
BUYER:	CORRY SLAMA	
TELEPHONE:	506-3454	
SERIAL 04082-C		
PRICING SHEET C70-35-04; B0700122; NIGP 208-67		
BIDDER NAME:	Versata, Inc.	
BIDDER ADDRESS:	300 Lakeside Drive, Suite 1500 Oakland, CA 94612	
P.O. ADDRESS:		
BIDDER PHONE #:	805-988-7632	
BIDDER FAX #:	805-988-8873	
COMPANY WEB SITE:	www.versata.com	
COMPANY CONTACT (REP):	Ron Kaplan	
E-MAIL ADDRESS (REP):	ronk@versata.com	
WILLING TO ACCEPT FUTURE SOLICITATIONS VIA EMAIL: YES		
WILL YOUR FIRM ACCEPT A PROCUREMENT CARD FOR INVOICE PAYMENT? NO		
IF YES, MAY THE COUNTY TAKE ADVANTAGE OF DISCOUNTS OFFERED BY YOUR FIRM IN THIS BID/RFP		
WHEN PAYING WITH A PROCUREMENT CARD? ____ YES ____ NO		
INTERNET ORDERING CAPABILITY: NO _____ % DISCOUNT		
OTHER GOV'T. AGENCIES MAY USE THIS CONTRACT: YES - only State of Arizona and other agencies, cities and counties within Arizona		
PAYMENT TERMS: BIDDER IS REQUIRED TO PICK ONE OF THE FOLLOWING.		
TERMS WILL BE CONSIDERED IN DETERMINING LOW BID.		
FAILURE TO CHOOSE A TERM WILL RESULT IN A DEFAULT TO NET 30.		
BIDDER MUST INITIAL THE SELECTION BELOW.		
NET 10	_____	
NET 15	_____	
NET 20	_____	
NET 30	XXXXX	
NET 45	_____	
NET 60	_____	
NET 90	_____	
2% 10 DAYS NET 30	_____	
1% 10 DAYS NET 30	_____	
2% 30 DAYS NET 31	_____	
1% 30 DAYS NET 31	_____	
5% 30 DAYS NET 31	_____	
INDICATE PERCENTAGE OF M/WBE PARTICIPATION IF ANY HERE: _____ %		
PLEASE INDICATE HOW YOU HEARD ABOUT THIS SOLICITATION:		
NEWSPAPER ADVERTISEMENT		
MARICOPA COUNTY WEB SITE		
XX	PRE-SOLICITATION NOTICE	
OTHER (PLEASE SPECIFY)		

ALL LICENSES ARE TO BE PRICED PER CPU													
1.0 PRICING:													
PRICES VALID THROUGH DECEMBER 31, 2004													
ITEM DESCRIPTION		PRICE											
Versata Logic Transaction Engine License:													
Production and hot backup		22,500											
Warm backup		11,250											
Cold backup		6,000											
Development, test and QA		17,500											
Optional embedded App Server (CORBA or JBOSS)		5,000											
Versata Transaction Logic Studio License:		2,400											
For licenses purchased from Versata: Yearly Cost for Technical Support and			Production and hot backup	Warm Back Up	Cold backUp	Develpmnt, test and QA	Optional Co	Studio					
Versata provides one line item for BOTH Technical Support and Upgrades													
Gold Level Technical Support @25%			5,625.00	2,812.50	1,500.00	4,375.00	1,250.00	600					
Service Calls (plus travel and expense)			150./hr	150./hr	150./hr	150./hr	150./hr	150./hr					
(support and upgrade fees subject to annual increases of no more than 5% per year)													
PRICES VALID AFTER DECEMBER 31, 2004													
ITEM DESCRIPTION		PRICE											
Versata Logic Transaction Engine License:													
Production and hot backup		27,000											
Warm backup		13,500											
Cold backup		7,200											
Development, test and QA		21,000											
Optional embedded App Server (CORBA or JBOSS)		6,000											
Versata Transaction Logic Studio License:		2,400											
For licenses purchased from Versata: Yearly Cost for Technical Support and			Production and hot backup	Warm Back Up	Cold backUp	Develpmnt, test and QA	Optional Co	Studio					
Versata provides one line item for BOTH Technical Support and Upgrades													
Gold Level Technical Support @25%			6,750.00	3,375.00	1,800.00	5,250.00	1,500.00	600					
Service Calls (plus travel and expense)			150./hr	150./hr	150./hr	150./hr	150./hr	150./hr					

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